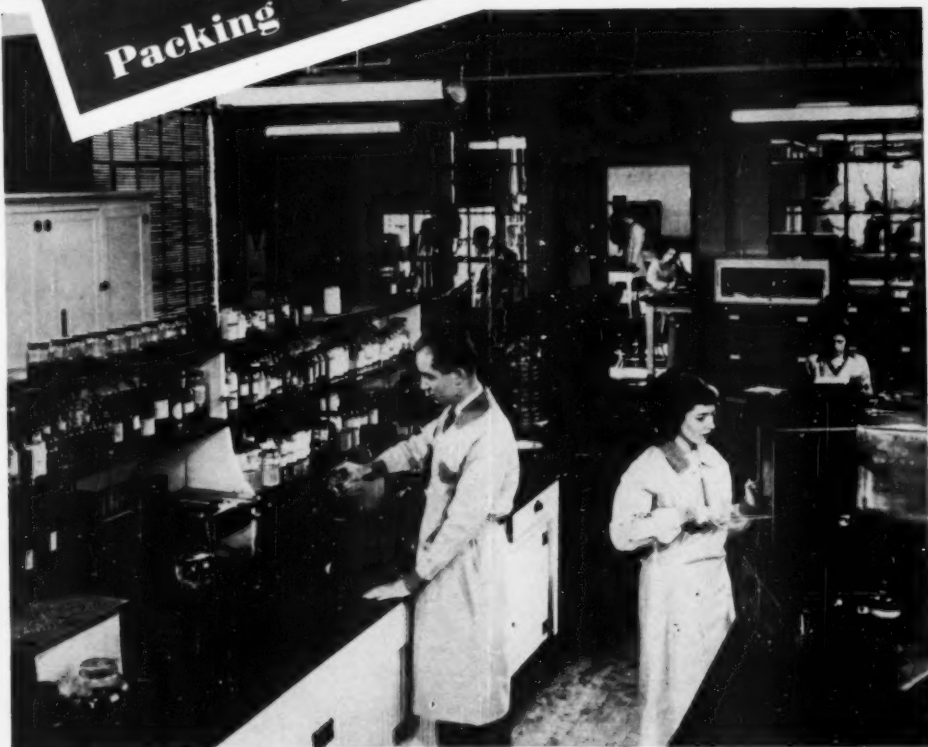


# Shipping MANAGEMENT

Packing Transport Handling



How a completely equipped gummed products research laboratory aids in the production of a fine product is told on page 7. The laboratory, shown above, is located in Troy, Ohio.

**NOVEMBER 1952**

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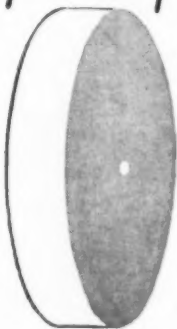
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SHIPPING MANAGEMENT, NOVEMBER, 1952

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**MODEL 32-T**

**Gummed TAPE DISPENSER**

Especially Designed For  
**Tough Filament  
Carton Tapes**

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GLASKRAFT\*  
FIBREEN\*  
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GLASPUN\*  
SEAL STRAP\*

The Model 32-T takes tough carton tapes in its stride! Equipped with an *extra sharp, heavy duty, tool steel cut-off blade*, this fine machine dispenses such tough, rugged tapes as "Tape-Strap," "Glaskraft" and "Snake Tape" as efficiently as it does the lighter tapes, making less work for the operator and actually stepping-up production time on carton packaging! And here's another important, carton-packaging feature! Fibrous carton tapes are put on without pressure — need only proper moistening to hold. The Model 32-T, by means of an auxiliary reservoir, maintains a high water level in the tank, reducing Capillary Lag and assuring constant moisture at the top of the brush, even when tape is dispensed at great speeds. It's the ideal dispenser for carton packaging, and it sells at such a low, low price!

\*These are trade names used by various manufacturers to describe their filament imbedded tapes.

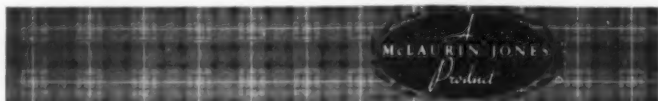
DERBY SEALER FEATURES THAT MAKE THE  
MODEL 32-T THE FINEST MACHINE OF ITS KIND!

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Grip-A-Tab Pressure Sensitive Tape Dispensers

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## Could your present tape take this SPEEDING TRUCK TEST?



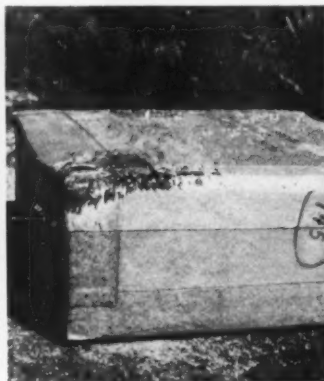
**BEFORE TEST** carton is sealed with Glaskraft Sealing Tape. Imbedded with glass fibres, Glaskraft has a tear-test strength averaging four to five times greater than 60 lb. kraft.



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... reports The Todd Co., Inc., leading producers of precision equipment and safety forms for financial institutions.

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Director of Purchases  
The Todd Company, Inc.

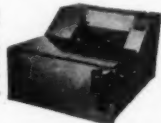
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## Packing

### A Punch.. By S. H.

**T**HEFTS of single packages, in the mass, take an even greater toll of truckers and shippers than the hijacking aggregate of truck cargoes, according to the N. Y. Times. This comment was made by the Cargo Protection Bureau of New York in releasing its monthly list of previously unreported cargo thefts and hijacking bringing to more than \$30,000,000 the estimated national total of such losses in the first half of the year.

"Because the hijacking loss and major theft is a hazard that can be a body blow to a carrier or shipper, that has been receiving the major attention in loss prevention efforts up to now," the bureau said. "But there has recently developed a new consciousness of the vital importance of the single-package loss. Here is something that affects every carrier and every shipper. He may not always face the hazard of a hijacking, but he is always up against the reality of the package loss."

(Continued on Page 24)

## ON OUR COVER

**T**HE research laboratory of The Gummed Products Company, located in its plant at Troy, Ohio, is our cover photo of the month.

The completeness of this laboratory indicates the thoroughness the Company devotes to its product improvement and new product development. The photograph shows only one part of the lab. There are facilities — from ovens to freezer chests — to conduct many types of tests. In addition to this modern research laboratory. The Gummed Products Company also has a production-control lab which keeps the high quality of the Company's line of products "uniform".

Many years ago, under the direction of the late E. F. Herrlinger, founder of the Company, a research laboratory was started. Full time employees were hired for the research job. Today some of the country's finest gummed tapes and other gummed products are produced by The Gummed Products Company as a result of its research laboratory.

The history of the firm since its founding in 1914, is one of industry leadership. The Gummed Products Company was the first manufacturer of gummed products established west of the Hudson river. The products it makes today include Sterling Supreme super-standard gummed tape, Trojan Imperial gummed tape, Trojan box tape, Trojan gummed printing paper, Trojan foils and other specialties.

MEM — METHODS — MATERIALS



NOVEMBER, 1952

VOL. 17, No. 11

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Published 10th of each month by Shipping Management, Inc., 425 Fourth Avenue, New York 16, N. Y. Telephone MURRAY Hill 3-6280-1. Sylvan Hoffman, President; Larry S. Harris, Vice-President. Publication and editorial office, 425 Fourth Avenue, New York, N. Y. Not responsible for safety of manuscripts or pictures.  
Chicago: W. L. Noelle, 549 W. Randolph St., Chicago, Ill. Telephone Central 6-5164.  
Los Angeles: Jack O. Hodges, 479 S. Holt Ave., Los Angeles 48, Cal. BRADshaw 2-3935.  
San Francisco: Geo. F. Haines, 691 Market St., San Francisco 5, Calif. Telephone DOUGLAS 2-4475.  
Seattle: Lloyd Thorpe, 209 Seneca St., Seattle 1, Wash.

## A HOFFMAN PUBLICATION

Subscription price \$3.00 per year in United States, its possessions and Canada. All other countries, \$4.00 per year. Published in U. S. A.

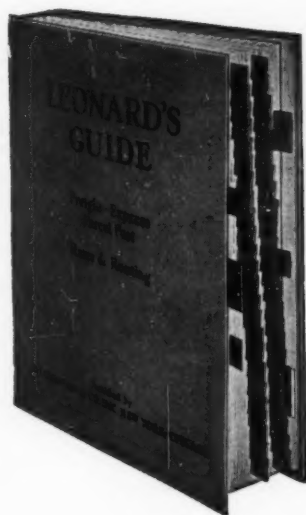
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## 40

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# Shipping MANAGEMENT

FOR SHIPPING AND TRAFFIC EXECUTIVES

425 FOURTH AVENUE, NEW YORK 16, N. Y.

NOVEMBER, 1952

VOLUME 17

NUMBER 11

## New Handling Methods Cut Freight Loss And Damage

By ALBERT L. GREEN  
Special Representative  
Freight Claim Division, A.A.R.

**THERE IS GENERAL AGREEMENT** among transportation and claim-prevention men that the loss and damage risk is closely related to the number of times a piece of freight is handled. Men too often yield to the temptation to use the lip of the two-wheeler as a battering-ram to shove boxes and crates into place in the freight car. The lip of the truck frequently penetrates crating to break or bruise the contents of the crate, or it cracks the frame of the crate thus crippling the protection the crate should furnish for the rest of the journey. And freight handlers are forever letting heavy pieces drop instead of easing them all the way to the floor. This of course plays havoc with an article like an enameled range. We checked this once, and found that when one end of a crated range was dropped 12 inches, a shock register fastened to the crate recorded on impact about equal to what would occur in a freight car struck by another car moving at 12 mph. There is also a tendency to throw freight on a two-wheeled truck, whereas freight is less often thrown or dropped with force on a platform power vehicle or four-wheel trailer. And most likely there is less risk of pieces falling from power equipment while in motion than from two-wheel trucks.

From a report in our files I quote the General Station Supervisor of a large railroad:

"Freight station operation has been modernized and streamlined, tractors, trailers, lift trucks, portable conveyors, jack roller bars and modern tools, such as barrel trucks, plate glass and crate trucks, jacks, cranes,

and new type dollies, were installed to replace the two-wheel hand-truck operation.

At origin stations, shipments are unloaded from street vehicles direct onto standard rubber-tired trailers. Trailers have a capacity of 2,000 pounds, are roller-bearing, and have two load-supporting racks. Train-makers stationed on receiving and transfer platforms assemble loaded trailers into trailer trains placing trailers in the order that setouts are to be made. Tractors move assembled trains to the stowing docks where distribution is made to various cars in accordance with the car block number shown on veri-check tickets affixed to the trailer rack. A train rider accompanies the train to expedite the delivery of loads at car doors, and to protect against possible dislodging of articles enroute.

### Relieves Congestion

The tractor-trailer method not only obviates re-handling but overcomes congestion at receiving and transfer platforms and speedily disposes of a large volume of traffic over comparatively long distances. It simplifies the stowing problem, in that stowers can better visualize their work with the mass delivery at cars; stowing progresses in a more uniform, unmixing shipment manner which, in turn, facilitates the unloading operation at destination stations.

Lift trucks of varying capacities and telescopic range are used to move heavy or oversize articles. They are also used to handle the palletized operation at locations where the type of freight makes palletizing feasible."

Because of increased rates of pay and the change to the 40-hour week it is difficult to estimate the actual savings in man-hours derived from the mechanizing of freight station operations, but comparing results in 1950 with 1946, when the operation was largely manual, one road estimates that if the 1946 expense ratio were carried through to 1950 business it would have cost \$1,890,395 more than it did to conduct L.C.L. station service. Of this savings (taking into account all contributing factors) 11 percent can be credited to mechanical installations.

#### **Palletized Container Used By Some RR's**

There is also a palletized container service on several railroads which expedites L.C.L. movement, cuts costs and all but eliminates loss and damage of freight while in the container. One road has 2500 such containers in use and 300 on order. They move in both rail and motor service.

Conditions permitting, goods, for each consignee at final destination are put in the same container and unless quantity is too great each shipment is kept together. It is contemplated that where volume is sufficient, these containers would be loaded by shipper for a single consignee and move right through. In many cases, when containers reach final unloading point, freight must be removed, sorted and placed in route order for delivery. Even so, all shipments in the container pass through intermediate transfers from car to car or car to truck as a single unit, thus doing away with the need for checking and handling each shipment and each piece separately.

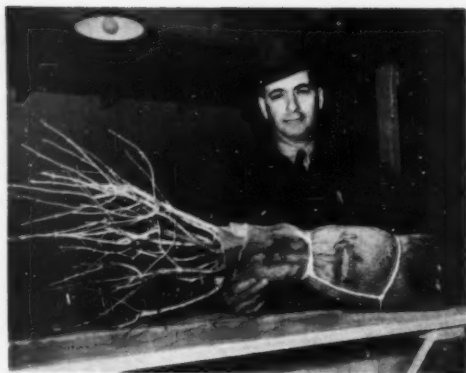
These containers can be likened to a diminutive box car. Even the weakest packages and most fragile articles usually withstand the relatively small crushing forces inside the container, and there is practically no theft problem.

This type of container of course is skidded for handling by fork lift or hand operated hydraulic lift truck. Size is determined by width and height of the average semi-trailer, which still permits maximum use of box car space. The container measures 42" wide, 45" long, 6' high. A 22 foot semi-trailer takes 10 containers. Cost is \$70 and weight 320 lbs. Load limit is 3500 lbs.; average load is about 1500 lbs.

#### **Labor Savings**

Typifying labor savings of this container over manual handling operations are these few selected examples:

1. Where four employees take one to two hours to load or unload a 22 foot semi-trailer handling individual packages, same work can be accomplished by one employee in about 30 minutes with containers and fork lift truck or hand hydraulic pallet lift.
2. At origin, shipments for truck movement are loaded into containers immediately when received from shippers, thereby lessening requirements for standby vans at freight house platforms.
3. Complete shipments are usually loaded into con-



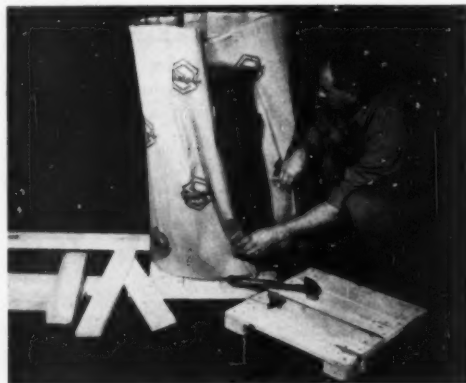
Photos & Data Courtesy Thilmany Pulp & Paper Co.

Above: nursery stock, wrapped in print-decorated protective wrapping papers. As we said in our September issue, many shippers are taking advantage of the identifying and advertising value of having their trade name follow their products in transit. The machine part, which is again reproduced in the cut below, is also well wrapped in print-decorated protective paper.

#### **Machine Parts, Like Nursery Stock, Shipped Best With Printed Wrappers**

In the September issue of *Shipping Management* a photograph of print-decorated wrapping paper was published with a caption declaring that the paper was being used to wrap nursery stock. Actually, it has been learned, the material being wrapped was a machine part. In this issue we print photographs showing both products, correctly captioned.

Below: Wrapping a piece of print-decorated protective paper around an irregularly shaped object. Two advantages are the flexibility of the wrap and the identity of the manufacturer stamped on the wrap.



tainers at origin, thereby enabling quicker handling to delivery trucks at destination, eliminating truck stand-by time.

4. Under favorable conditions, one operator with lift truck unloads 20 containers from a car in 60 minutes

(Continued on Page 28)

# Largest R. R. Marine Terminal Gets \$1,000,000 Face Lifting

**A** MILLION-DOLLAR IMPROVEMENT program, designed to facilitate the handling of truck freight, has recently been completed at the great Baltimore and Ohio Railroad Marine Terminal at Locust Point, Baltimore, Md.

The improvements included widening of access roads, enlarging of parking areas and the doubling of tailboard space at the piers—all designed to speed up the inbound and outbound movement of truck freight.

The Baltimore and Ohio Marine Terminal at Locust Point is the largest railroad marine terminal in the world. Representing an investment of many millions of dollars, it can berth 25 ocean-going vessels for simultaneous loading and unloading. It has more than 25 per cent of the pier capacity of Baltimore's great port.

A new 60-foot-wide highway has replaced an 18-foot road at the B & O terminal to provide ready access to all ten piers in the terminal. The roadway, realigned for quicker movement of traffic, extends for a length of 4000 feet through the entire length of the terminal from its northern entrance at Hull Street to the southwest entrance at Fort Avenue.

## New Pamphlet Tells How To Mechanize Tedious Jobs

Some solutions to "one of the biggest problems in business today—getting and keeping capable office employees"—are presented in a new promotional booklet by Pitney-Bowes, Inc., makers of postage meters and business machines.

Entitled "How to Handle 5 Tiresome Office Jobs . . . with Happier Workers . . . and at Lower Cost," the booklet explores the relationship between paperwork drudgery and personnel turnover and concludes that it is essential to make clerical tasks more interesting by the elimination of tedious and monotonous manual operations.

Specifically, the text holds out the prospect of greater job satisfaction through mechanizing the stamping and sealing of mail, the opening of envelopes, the weighing of mail and figuring of postage, the folding and creasing of different types of printed material, and the counting and dating and coding of paper forms.



Integration of three types of carriers: truck, train and ship, is shown at the world's largest railroad marine terminal, the B & O in Baltimore. Note newly installed covered tailboard platforms.

More than 1600 feet of covered tailboard platforms are now available for truck-carried import and export freight. These covered platforms provide protection for shipments in all kinds of weather.

To expedite truck traffic through the marine terminal, large new parking areas designed to keep the trucks off the highway have been established. These areas are dispersed throughout the terminal and they provide a total of 59,940 square feet of space. The new truck parking areas are in addition to the 95,020 square feet of parking space that was available previously.

The improvements are generally in line with the recommendations of an engineering study and report made for the City of Baltimore, the Baltimore Association of Commerce, and for steamship, railroad and trucking interests. This report suggested more import and export facilities for "top cargoes" which are moved in large volume by over-the-road carriers.

The Baltimore and Ohio Marine Terminal plays a major role in Baltimore port activities. Baltimore, in turn, is one of the world's greatest seaports. It has 46 miles of waterfront on which are located some 920 piers, wharves and docks. More than 80 steamship lines provide regular services between the Port of Baltimore and 225 American and foreign points. In addition, there are more than 100 unscheduled sailings out of Baltimore each month.



Top, Right: Tiering right up to the rafters — in some areas as high as 150 inches — means full use of space at Westinghouse, Trenton, N. J., lamp division warehouse. Unit loads are handled by a fleet of thousand-pound capacity leather-weight fork trucks.

Through the courtesy of the U. S. Dept. of Commerce, *Shipping Management* is pleased to present part of an unusually complete study of the history, development and use of pallets in shipping and packing. Mr. Bremer, who is on the staff of the Department's quarterly, "Containers and Packaging Industry Report", favored us with advance copies of this report, which appears in its entirety in the Autumn issue of that publication. For perhaps the first time this article places in objective perspective the increasing importance and value of palletization in industry.

**EXPANSION OF PALLETIZATION** is retarded by several major obstacles which must be reckoned with by all current and prospective users of this method of materials handling. In our modern complex industrial merchandising and distribution system, problems of palletization are an inseparable part of the planning, development and improvement of containers. A large percentage of container manufacturers are keenly aware of both the potentials and problems of the pallet industry and are working closely with pallet manufacturers and users. It is the intent of this report, therefore, to restate objectively the principal economics and obstacles as well as the growth pattern of industrial palletization to assist and supplement the continuous study and research of this method of materials handling.

## Pallets Today

By GENE BREMER

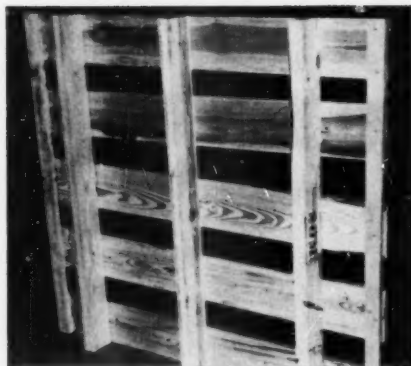
Of United States Department of Commerce

Limited pallet use by U. S. industries dates back into the pre-World War II period. The main impetus, however, came from the armed services demand during World War II. It was then that the process of palletization was determined to be the most effective method of handling materials under emergency conditions. The research, study, experience and practical knowledge gained during this period provided the groundwork for expanded post-war commercial use of pallets.

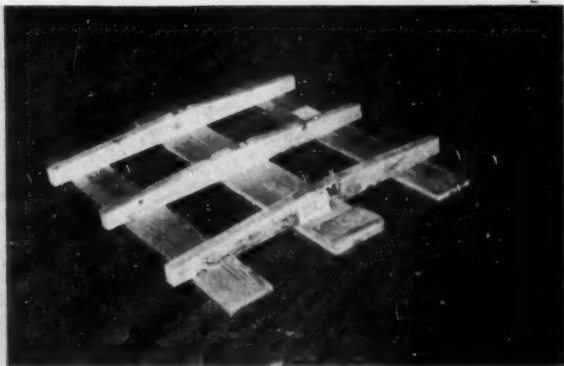
### Pallet Types

Wood pallets, because of their extensive use by the military in World War II, best illustrate the overall growth of pallet systems. Major types of pallets in general use are those fabricated from wood, metal, and paper or a combination of these materials. A recent development has been pallets constructed of plastic. Use of other type pallets accounts for a small part of the total number in circulation. This is attributed primarily to metal shortages during the past decade and the comparative recent development of paper pallets. The growth of the overall pallet industry is, therefore, briefly illustrated by the following data on the production and use of returnable wooden pallets.

In 1939 only 16 manufacturers were engaged in producing wood pallets for sale. Estimates place the number at 1,000 by 1950, including 700 small part-time commercial manufacturers. During 1943 and '44 the demand from the military expanded to such an extent that it was necessary for the armed forces to fabricate quantities of wood pallets in excess of the number produced throughout the entire pallet industry.



A typical single faced pallet, standing on end



A corresponding Top Brace for pallet shown at left

Table 2 - Military Purchases of Pallets - Fiscal Year 1952  
(Bales)

Total	2,633,797
Army	1,000,000
Navy	750,000
Air Force	883,797

Source: Bureau of Statistics and Accounts, War Department

The period from 1940-45 saw a total of 55-60 million pallets constructed, consuming over 2 billion board feet of lumber. This average yearly output of almost 10 million pallets was far above any prior demand from industry.

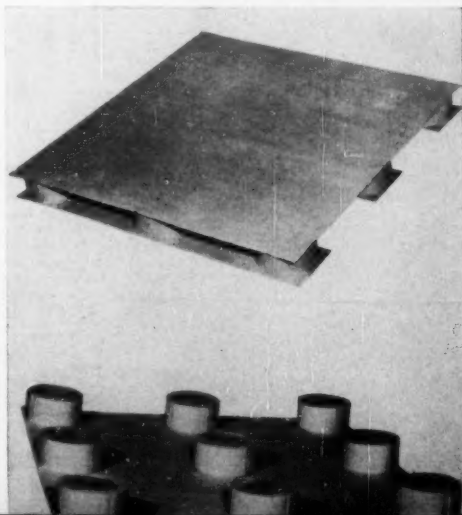
Immediate post-war industrial demand, while well above pre-war years, was not heavy enough to sustain any production figures comparable to those maintained during World War II. In addition, 4 million surplus pallets released by the military from 1946-49 were added to normal distribution channels. The Department of Agriculture in its 1948 survey on "Wood Used in Manufacture," revealed that pallets consumed 222 million board feet in that year. The estimated amount of lumber contained in one pallet at that time was 35 board feet. Using this figure the total production of pallets in 1949 was approximately 6.4 million.

The Korean emergency stimulated wooden pallet production to an estimated 23 million per year. Military requirements of 1.7 million pallets were relatively light, due to a stockpile of 2 million in addition to some 60 million already in use throughout the military system. Current total production is estimated to be about the

same as 1950 although military purchases for the fiscal year 1952 increased to 2,633,797. (See table, left.)

In addition to armed service demand, many factors are responsible for the increased commercial use of pallets over the pre-World War II level. For instance, increased freight rates are reported as a primary motivation for the growing expendable pallet market. One such user indicated that because of this factor 96 percent of this entire output of hydraulic brakes was being handled with this type pallet. An official of a large motor car manufacturing firm reported, that 75 percent of all incoming materials are received on expendable pallets. (Continued on Page 31)

Both the double faced and the single faced expendable pallet have their special uses.



# Winners of

Winner of the Harold Jackson Award, as the entry incorporating the most effective packaging feature developed in the past year for the prevention of theft and pilferage in overseas shipment, this exterior fibre drum pack, with interior cushioning, of aircraft chronometers, also won 2nd Prize in Group 5. (General). It illustrates a use of blind rivets.

**THE SEVENTH ANNUAL** Industrial Packaging and Materials Handling Exposition and its concurrent features, the competition and technical short course, which were held in Chicago the week of Oct. 13, were the greatest in the history of the Society of Industrial Packaging and Materials Handling Engineers.

C. J. Carney, Jr., managing director of S.I.P.M.H.E. and of the triple feature event sponsored by the organization, said that registered attendance at the exposition, the number of registrants for the technical short course in industrial packaging and materials handling co-sponsored by the University of Illinois, the number of entries in the annual Protective Packaging and Materials Handling Competition, and the number of exhibitors at the exposition exceeded the corresponding figures for any previous year.

A statistical break-down immediately after the close of the spectacular triple feature event, and still incomplete, showed:

Over-all attendance registered	7,543
Short course registrants	777
Exhibitors	107
Entries in Competition	100-plus

Tentative plans are for the 8th annual exposition, competition, and short course to be held in Buffalo late next September, but nothing definite has been decided or will be decided until several important factors are considered and weighed.

Prize winners in the seven classifications of the competition were:

**Group 1 (Corrugated or solid fibre boxes —** Ralph Hawes, Radio Corporation of America, Camden, N. J., for protective packaging of an electronic theater television mirror grid, **first prize.**

Frederick J. Thieme, Ternstadt Detroit Division, Detroit, for packaging automobile hardware, **second prize.**

Carl H. Wanser, Everbite Electric Signs, Inc., Milwaukee for packaging plastic florescent illuminated sign, **third prize.**

Glenn C. Green, The Hoover Co., North Canton, Ohio; Wayne T. Greenlee, Lancaster Lens Co., Lancaster, Ohio; William R. Rose, Rose Packing Co., Inc., Chicago; Robert Weldon, North American Aviation, Inc., Los Angeles, **honorable mentions.**

**The First Prize Winner among Wirebound Boxes and Crates** was this engine assembly pack, which features economy in materials, reduction in tare weight, labor saving in packing and unpacking, rigidity and strength in construction, ease of handling, stacking strength; damage claims eliminated; savings of 35% in material, freight and labor.

**This First Prize Winner in Corrugated or Solid Fibre Boxes** packs an electronics mirror grid. Its advantages include reduced damage claims and shipping costs. Reduction in damage claims "100%".



# the 1952 SIPMHE Competition

**Group 2 (Nailed wood boxes and crates)**—Harry A. Hunt, Burroughs Adding Machine Co., Detroit, for packing a sensimatic bookkeeping machine, **first prize**.

Herbert N. Lemmerman, Airco Equipment Manufacturing Division, Air Reduction Co., Inc., Union, N.J., for packing electronic tracer (a delicate instrument valued at \$3,000), **second prize**.

J. Elmer Baird, Aeroproducts-Allison Division, General Motors Corp., Dayton, Ohio, for packing G-8 propeller assembly, **third prize**.

Daniel V. Trent, International Harvester Co., McCormick Works, Chicago, **honorable mention**.

**Group 3 (Wirebound boxes and crates)**—George J. Weiler, Ford Motor Co., Engine and Foundry Division, Dearborn, Mich., for packing engine assembly, **first prize**.

William G. Joralemon, L. O. Koven & Bro., Inc., Jersey City, N.J., for packing unit heating boiler, **second prize**.

Harry C. Gladden, Locke Department, General Electric Co., Baltimore, for packing switch insulator, **third prize**.

A. M. Chard, Fisher Governor Co., Marshalltown, Iowa; Marvin F. Ham, Winpower Manufacturing Co., Newton, Iowa; Raymond A. Hart, Trenton Potteries Co., Trenton, N.J.; Harry A. Hunt, Burroughs Adding Machine Co., Detroit; Richard W. Morey, J. I. Case Co., Bettendorf, Iowa; Gerald H. Reilly, Ford

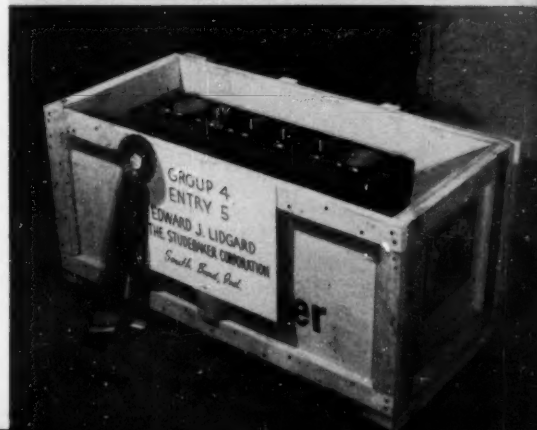
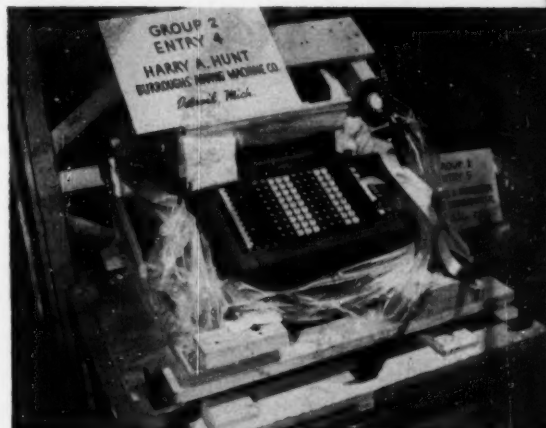
(Continued on Page 27)

## Top to bottom:

In the Nailed Wood Boxes and Crates division First Prize went to a Sensimatic bookkeeping machine pack. This completely new pack for this machine is extremely simple, eliminating shock and vibration, increasing protection to unit, and cutting packing time. Box is highly reusable.

The best Export Package was this nailed wood box, which included in its essential materials: VCI paper, fibre-board metal end can, and weather resistant corrugated carton.

This Studebaker stripped engine assembly pack took top honors among Cleated Panel Boxes. The package is well suited to the type of corrosion preventive compound used; is adequately dust-proof. Use of box has resulted in "tremendous savings in materials handling".



## Package Engineer Activities

### Postal Services Discussed at Philly Division, SIPMHE

Replies to the criticisms to which the postal services have been subjected by packaging and shipping people were given by Anthony I. Lambert, Senior Assistant Superintendent of the Philadelphia Post Office, at a recent meeting of the Philadelphia Regional Division, Society of Industrial Packaging and Materials Handling Engineers.

Mr. Lambert outlined the various activities of the postal services, and then went on to answer criticisms and questions, in a special question and answer period. Of interest to packing managers was the fact, brought out in discussion, that in the majority of cases, damaged parcel post shipments are the fault of poor packaging.

The meeting was concluded with a short session, conducted by Mr. Geller, Chairman of the Technical Committee, to answer individual problems presented on the floor.

### Foreign Correspondent Mowrer Keynotes SIPMHE Annual Banquet

Edgar Ansel Mowrer high-lighted the annual banquet of the Society of Industrial Packaging and Materials Handling Engineers, when the veteran foreign correspondent spoke in Chicago on the subject of "Foreign Affairs and the Coming Election". The banquet was held on the evening of October 15, 1952.

Formal presentation of awards to engineers whose entries were declared winners in the annual National Protective Packaging and Materials Handling Competition was also made.

### The Material Handling Institute Holds Fall Meeting in Cleveland

More than 78 manufacturers of material handling equipment, comprising the membership of The Material Handling Institute, Inc., met at the Hotel Cleveland, in Cleveland, Ohio, recently. The Fall meeting of the Institute featured a Scientific Management Seminar conducted by John D. Corrigan, management and sales consultant of New York City.

Mr. Corrigan discussed a new development in the science of sales administration — The Profit Value Ratio. This vital ingredient, of major importance to every executive interested in profit making, was demonstrated to those present and permitted the executives in attendance to return to their business and immedi-

(Continued on Page 30)

### Army Engineers Test Multiwall Paper Bags For Packaging Asphalt

The Engineer Research and Development Laboratories, Fort Belvoir, Virginia, are investigating the practicability of packaging certain types of asphalt in multiwall paper bags for shipment to Army construction engineers in all parts of the world.

The bags, currently undergoing rigid tests at ERDL's Packaging Development Laboratory, hold one hundred pounds of asphalt.

This is done by heating it to pouring consistency. The liquid is then poured through a hose into the bags, which are placed in wooden scaffolds to help them retain their shapes. A clay coating on the inner bag liner prevents the hot asphalt from sticking to the paper and facilitates stripping of the bag from the contents.

After the bags are filled, they are stored for approximately 24 hours during which time the asphalt cools and hardens. Upon arrival at its destination, the asphalt is ready for use by merely cutting the bags with a sharp knife and stripping the paper.

Exposure, handling and storage tests in temperatures as low as 65 degrees below zero and as high as 165 above have been conducted at the Engineer Research and Development Laboratories. Field tests, including

(Continued on Page 27)

Engineer demonstrates method of opening multiwall paper bag

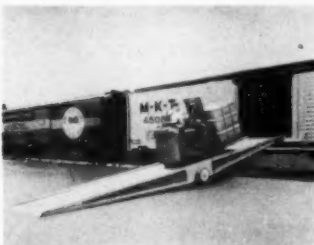


# NEW PRODUCTS & LITERATURE



## PORTABLE YARD RAMP

Magnesium Company of America, East Chicago, Indiana, leading fabricator of wrought magnesium products, announces the addition of the Magcoa portable magnesium Yard Ramp to its line of materials handling products.



The Yard Ramp has been designed by Magcoa engineers to effectively solve a materials handling problem frequently occurring in industry today. This problem is to load and unload freight cars from the ground level because no dock facilities are available or existing facilities are congested.

The portable Yard Ramp may be obtained in five standard sizes, all of which are 30 feet long but vary in widths of 60 and 70 inches. Capacities range from 6,000 to 16,000 pounds, capacity being the combined weight of the load and the materials handling equipment transporting the load.

## NEW FIBRE STRAPPING

Newly developed by the Simonite Company, Simonite Fibre Strapping is stated to have many uses not only in the shipping department for domestic shipments, but also for inter-plant use on anything from the smallest packages to pallets carrying as much as 1500 pounds per load.

Frank Hanline and Sons, distributors of the new fibre strapping, announce that use of the material permits the user to save steel and the bother of disposing of scrap after it is cut off from the package. Simonite Fibre Strapping can be disposed of as simply as disposing scrap paper.

The new fibre strapping is made of extremely tough reed fibres and the composition of waterproof glue to give added strength and moisture-resistance. The strapping will absorb very little moisture and if permitted to dry it will maintain its strength.

The material has a very high tensile strength and also a high PSI point. It

has been completely tried and proven experimentally, and goes on the market as a fully tested product. Tools and seals to apply the strapping are fully available, as well as the material itself.

## POTABLE LOADING RAMP

A low-cost portable loading ramp unit that enables one man to perform the work of ten, with push-button control, has just been introduced by the John B. Illo Engineering Company. The unit is now being used by leading manufacturers, wholesalers, brewers, super markets, department stores, and freight lines across the country. It eliminates costly standby time of trucks and men waiting to load or unload, unnecessarily delaying trucking equipment. Portability and adjustability are the two outstanding features of the new Loading Ramp. It can be installed in 5 minutes at any loading dock and its hydraulically operated dock adjusted to any truck bed height in a few seconds.



Available in two models, manual and electrically powered, the Illo Potable Loading Ramp cuts loading costs by as much as 75% of effects a tremendous saving in time and labor. The electrically operated unit requires a 110-Volt outlet.

## ELECTRIC TAPE DISPENSER

Nashua Corporation announces the New National Electric-88-Tay-per®. It meets the demand of shipping rooms and production departments for faster and more efficient application of sealing tape to their containers. The 88's speedy automatic operation, plus its improved methods of moistening and dispensing

tape, will pay dividends in savings of time, labor and tape.

Here are some of the 88's outstanding features:

(1) A Foot Trip (or starter) enables an operator to keep both hands free for handling the package folding flaps and applying tape.

(2) Controlled speed of tape over dual brushes gives uniform all-over moistening that welds the tape to carton or package.

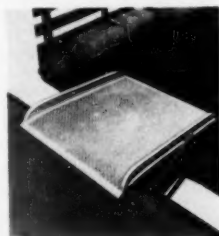
(3) The Tape-Mizer permits unlimited selection of tape lengths from 6" to 70" and big savings of tape. Two tape lengths can be alternately provided for production runs.

(4) Handles standard rolls of paper, cloth, and fibre-reinforced tape 1 to 4" wide.

## MAGNESIUM DOCK BOARD

Magline Inc. have announced the addition of a new model to their line of standard magnesium dock boards. Designed for specific use in truck loading operations, these standard boards are pre-fabricated in a wide range of sizes to meet the requirements for nearly all ordinary loading activities. They eliminate in many instances the need for costlier, custom-made equipment, while still providing the numerous advantages of the magnesium dock board for loading speed and facility.

Of all-magnesium construction, the new unit combines bridge design strength with extreme lightness and easy, one-man handling. The new dock board is manufactured in two rated load capacities: 1,000 lbs. per axle and



2,000 lbs. per axle. The boards are crowned to compensate for height differences between truck and dock level, and can be reversed when the truck bed is lower than the dock. A new, patented automatic drop-lock securely anchors the board in position and prevents slippage. The design of the board permits truck to back to within three inches of the dock.

*Literature and prices of products mentioned can be obtained if you drop a post card to News Editor, SHIPPING MANAGEMENT, 425 Fourth Ave., New York 16, N. Y.*

*Companies having new product stories should send them to the same address.*

### TRIPOD STAND FOR CONVEYORS

New Speedways Tripod Conveyor supports with casters provide quick and easy movement of conveyor sections. Three inch hard rubber casters move easily over factory floors. The conveyor does not require bolting to stand, hence can be quickly set up.



Available in three models: small, medium and large. Special stands can be supplied for special height adjustments. Speedways Portable Tripod stands can be used with most makes of conveyors.

### BATTERY CHARGE INDICATOR

To help obtain greater efficiency and maximum economy with industrial truck batteries, Gould-National Batteries, Inc. has announced a new and improved charge indicator.

The instrument can be easily mounted so that the operator can see the dial at all times, thus giving him instantaneous readings of the state of battery charge while his truck is operating. An easy-to-read, three-colored dial indicates whether the battery is "full," "1/2," "empty," or in "danger." Changing batteries as soon as they register "empty" prevents repeated overdischarge which shortens battery life.

The indicator, a Wheatstone bridge type instrument, is readily adjustable for 3, 6, 12, 15, 18, and 24-cell batteries; a series of resistors and taps permits the desired adjustment. It is completely enclosed in a metal case finished in black, crackle enamel. The meter is balanced to read accurately regardless of its mounting or the truck's position. A toggle switch disconnects the indicator from the battery during charge.

### FLOOR SURFACE REINFORCEMENT

Acme Steel Company, has announced the availability in limited supply of Floor Plate, an 11 3/4-in square plate of .068-in. hot-rolled steel designed for the reinforcement and protection of concrete floor surfaces that are constantly subjected to heavy industrial loads and severe punishment.

Floor Plate can be quickly installed as a new floor surface or over old floors. No special tools are necessary for installation. Initial installations in aisles, loading docks, elevator approaches, ramps and other heavily-trafficked areas re-

veal no appreciable wear after three years of abusive service.

Each plate contains 100 small rectangular holes approximately 3/8 x 3/8 in. and 100 barbed prongs 3/8 in. long. These prongs anchor the plate firmly to the concrete 100 times per square foot. The four rounded edges of each plate form a flange that becomes imbedded in the concrete and adds rigidity to the plate. Floor Plate has no sharp edges and cannot work loose.

floor reinforced with this plate is 74 percent Area-wise, the surface of a concrete cent steel and 26 percent concrete. Thus, steel is always under the wheels of traffic protecting the floor surface.

### RESIN ADHESIVES LITERATURE

An illustrated six page magazine reprint, offered by Paisley Products, Inc., explains the development, preparation, and advantages of resin emulsion adhesives. Written in non-technical language, it is designed to acquaint the layman user of adhesives with the special properties and handling techniques of this important new category of labeling, sealing and fabricating adhesives.

The 14 specific advantages obtainable from resin emulsion adhesives is clearly outlined. Ten separate methods of applying resin adhesives are described. Fourteen suggestions for obtaining proper results are also presented.

To those readers, requesting this literature, who describe the particular operation on which they now employ or wish to employ resin adhesives, the Paisley Laboratories will send additional Technical Bulletins and Laboratory Reports covering specifications and descriptive data on the newest products available for the uses described.

### LIGHTWEIGHT PLATFORM HAND TRUCKS

A new line of Fairbanks hand trucks has been developed to give the user the lightest possible unit with which to move a given load—to reduce the amount of effort required to move the conveyance. The "Bantamweight" Trucks are ruggedly built to carry loads ranging from 750 to 1500 pounds depending on the size and type of wheel they are fitted with.



The platforms are made of tongued-and-grooved seasoned Oak reinforced with cross battens and are standard in four sizes, 24 x 42, 27 x 48, 37 x 54 and 30 x 60. Easy handling of the trucks is (Continued on Page 26)

## FREE LITERATURE

Each numbered paragraph below describes practical, illustrated literature about the newest developments in shipping room supplies, devices and equipment . . . important data every alert, progressive shipping manager should keep filed and available for instant reference. It will pay you to read each item carefully, select those that help with your particular shipping problems. Then all you need to do is check and mail the coupon. Shipping Management will see that the material is forwarded with no obligation on your part.

**LEARN FREIGHT TRAFFIC . . .** Management. High pay, security, plenty of jobs, interesting work. Approved for veterans. Folder FREE, details. Check 1.

**SOLVE MARKING PROBLEMS . . .** with these service marking colors. Obliterate old markings with salvage kraft colors. Your FREE COPY of Modern Marking Methods if you check 2.

**SHOOKS QUICKLY MADE . . .** faster, stronger and cheaper, too, with this 3-nails-a-second nailer, saving up to 75% in labor. FREE CATALOG. Check 3.

**SHREDDING MACHINES . . .** that improve packing quality, reduce costs, and best of all, pay for themselves in no time. Almost no upkeep, works quietly. FREE LITERATURE. Check 4.

**NEW POSTAGE RATES . . .** available in handy chart form free by this stencil machine company. For your FREE copy, Check 5.

**PACKING PADS . . .** engineered for your needs. Results guaranteed. All lengths to 160 inches. Seven standard thickness. For address of nearest office, DETAILS FREE. Check 6.

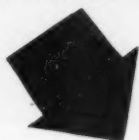
**HUMIDITY INDICATORS . . .** Our government contracts for millions of these humidity indicators is evidence enough of their value to you! Also dip tanks, Silica Gel, and other corrosion prevention products. FREE LITERATURE, check 7.

**STEELSTRAPPING . . .** suppliers. We carry tensioners, sealers and accessories for banding all types of packages, bales, boxes, bundles and pallets. FREE 6 PAGE FOLDER. Check 8.

**PARCEL POST SCALE . . .** Simply press the zone key. One figure shows the exact postage. Descriptive bulletins FREE, if you check 9.

**GUMMED TAPE . . .** Everything you'll ever want to know about the types, sizes, uses and virtues of gummed tape, in FREE FOLDERS, BOOKLETS AND SAMPLES, check 10.

## CHECK COUPON BELOW



**WATERTIGHT SEAL** . . . this box was drowned for nine weeks, tortured before and after submersion, but the seal was still watertight. This tab seals against dust, dirt, gases, water, and humidity in extremes of heat and cold. FREE details, check 11.

**POWER CONVEYOR** . . . much cheaper to maintain and operate than an elevator from floor-to-floor, also wheel & roller gravity conveyors. CATALOG, FREE, check 12.

**LABEL PASTERS** . . . seal with these is faster and more economical. Available in four widths, hand or motor driven. Two sizes available with semi-automatic feed. Complete catalogue. FREE, check 13.

**NEW WEIGHT LIMITS** . . . Do you know to what cities you can ship 20 pounds? 40 pounds? 70 pounds? This parcel post, express, freight guide, gives you all rates and routing information. Loose leaf in form, always up-to-the-minute. FREE details if you check 14.

**SEAL 'EM STRONGER** . . . in 1/2 less time, with this "reptilian" special tape. 20 yard test sample, YOURS, FREE, and details of how tests were made if you check 15.

**AUTOMATIC PACKAGE SEALER** . . . Neat-looking, permanently sealed packages turned out with no effort, no noise, no waste tape! FREE: seven features that makes this the best of its kind on the market sent if you check 16.

**TAPE DISPENSER BULLETIN** . . . Details about tape dispensers for every conceivable packing operation, with or without special attachments, in this bulletin. YOURS FREE if you check 17.

**SKID PLATFORMS** . . . For use with mechanical types of lift trucks. Custom built to your order. All sizes, types kind can be made of best wood and metal parts. Catalogue, FREE check 18.

**NO MESSY GLUE** . . . pots and brushes with this solution to your label gluing problem. Low initial cost, no upkeep, trouble free. Used for applying glue to labels for cartons, bottles, cans. In three sizes. Ten day free trial. FREE info, check 19.

**FAST TAGGING** . . . of your shipments, and quick attachment of linings to shipping crates with this remarkable, fast working one-hand tacker. FREE BOOK-LET with the whole story. Check 20.

**WHILE YOUR TAPING** . . . why not take advantage of the advertising and pilferage protection benefits of printed gummed tape? 12 reasons why it is superior, told FREE if you check 21.

**CONTAINER TESTING** . . . Quality control programs, material testing, plant surveys, research, consultation by these top testing labs. FREE brochure, "How Good Is Your Package?" Check 22.

**FREE PINT SAMPLE** . . . of a new-stencil ink that is really blacker, that needs no shaking that's weatherproof and permanent, that won't harden brushes. Enough for 1,000 addresses, it's yours FREE if you check 23.

**ANSWERED: YOUR SHIPPING PROBLEMS** . . . by the 1952 Better Shipping Manual. Latest, up-to-date information on every phase of the field, plus complete directory of every type of shipping, packing or shipping room product. FREE, 10 DAY EXAMINATION offer, check 24.

**FOLDING CARTONS** . . . Smartly depapers. FREE LIST & SAMPLES packages with these safe waterproof signed and brilliant multicolor folding cartons are solving packaging problems. TECHNICAL INFO. FREE, check 25.

**PAPER SHREDDING** . . . machine provides interior packaging material cheaply. Four ways to save space & money shown in FREE FOLDER. Check 26.

**SHIPPING A HEADACHE?** . . . Then get this Shipping Guide, FREE to all our readers. It gives time and money saving hints for your shipping department. Just check 27.

**CRINKLED ASPHALTED PAPER** . . . provide that waterproof protection you need for the shipping job you require. For every conceivable type of wrap or package. FREE INFO, check 28.

**AUTOMATIC SEALER** . . . Just pull the handle and tape automatically comes out to length desired. Cuts, and moistens in one operation. For complete information on this NEW, NEW machine, FREE, check 29.

## ADDED TRAFFIC NEWS

At a recently held meeting W. E. Blair, Yale & Towne Mfg. Co. was elected president of the National Export Traffic League. Other officers elected included:

D. S. Lewin, Colgate-Palmolive-Peet Corp., was elected first vice president, Paul E. Romberg, Philco International Corp., second vice president, and T. J. Raineri, Charles Pfizer & Co., treasurer. Executive secretary is Robert J. Lerch, Crane Co., and Evelyn F. Gelbman, Merchantville Metal & Ore Corp., is recording secretary.

Mr. George C. Whitney, Mgr. Eastern Office, Board of Commissioners, Port of New Orleans, was the guest speaker at the regular meeting of the Alumni Association, Traffic Managers Institute, held at the Hotel Taft in New York.

H. Brad Atwood, Assistant Public Relations Director, Pacific Electric Railway Company, spoke on "Public Relations in the Transit Industry" at a recent meeting of The Los Angeles Transportation Club, Inc.

## SHIPPING MANAGEMENT

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GOVERNMENT

PERSONALITIES

★ NEWS REVIEW ★

A digest of recent activities in the  
packing and shipping field

ASSOCIATIONS

COMPANIES

**W. F. FRIEDMAN NAMED MGR. SALES  
ENGINEERING GEN. GUMMED PRODS.**

Mr. Otto N. Weil, President of General Gummed Products, Inc., has announced the appointment of Walter F. Friedman as Manager of Sales Engineering.



**FRIEDMAN**

Mr. Friedman, formerly in charge of the Packaging Laboratory of the Signode Steel Strapping Company, Chicago, Ill., has for the past four years been very active in sales development in the material handling and packaging field. A graduate of the University of Wisconsin and of Columbia University in mechanical and industrial engineering respectively, Mr. Friedman is a member of many national packaging and engineering societies and is a frequent contributor of magazine articles and papers.

**TRUCKING INDUSTRY AT ALL-TIME  
PEAK IN VEHICLES, EMPLOYMENT  
AND WAGES**

Walter F. Mullady, president of the American Trucking Associations, Inc., said at the ATA Convention in N. Y. in October that the industry would exceed last year's records for the total number of vehicles in operation by more than 300,000 and that wages and total employment also would top last year's record figures.

In 1951, the trucking industry gave direct employment to 6,009,000 — second only to agriculture as an employer—and had a total payroll of \$21,031,500,000, he said. It now operates more than 9,000,000 vehicles compared with 8,623,090 in 1951.

Government statistics compiled by ATA's Research Department show, Mr. Mullady said, that the trucking industry's business currently is on the upswing, following reversals during the first two quarters of this year when consumer buying was down and the steel strike was affecting all industry adversely.

"In 1951," Mr. Mullady said, "the trucking industry established new records in tonnage hauled, equipment operated, investment in new equipment, employment, payroll, and intercity ton-miles of freight service. Tonnage, for example, was 15 per cent above 1950, which in turn was 25 percent above 1949.

**GAIR MOVES SUIT AND  
RETAIL BOX DIVISION**

In order to better serve the retail garment industry in the metropolitan New York area, Robert Gair Company, Inc., New York, manufacturers of folding cartons, paperboard and shipping containers, has moved its suit and retail box manufacturing department to its Thames River plant at New London, Conn.

At this new location, increased capacity and latest equipment enables Gair to the clothing industry, department give faster and more economical delivery stores, and the general retail trade, according to Clark Bennett, sales manager for Gair's retail box department.

**TRAFFIC LEAGUE PRESIDENT  
SAYS ROADS ARE PINCHING**

Any arbitrary limit to the nation's traffic volume would cripple our economy, A. G. Anderson, president of the National Industrial Traffic League, said recently.

Addressing the 19th annual convention of the American Trucking Associations in the Waldorf-Astoria Hotel, Anderson, who is general traffic manager of Socony-Vacuum Oil Co. of New York, cautioned:

"Attempts to solve our highway congestion problems by ruling trucks off those highways would be about as smart for our country as attempting to keep a healthy youngster from outgrowing shoes by binding his feet. The Chinese used to do that with their little girls, just as certain African tribes used to bind their babies' heads."

"I suppose you could keep a boy in the same hat size all his life that way, just as we could get along with our present highways more or less indefinitely if we arbitrarily limited the number of motor vehicles that could use them, but our economy will be crippled like the Chinese girls' feet."

"This country's highways," he said, "cannot possibly accommodate our 9,300,000 trucks to say nothing of our 41,500,000 passenger cars when they were already over-crowded in 1940 with about half this number of vehicles."

**MANY NEW APPOINTMENTS  
AT ROBERT GAIR**

Norman F. Greenway, vice president in charge of folding carton operations at Robert Gair Company, Inc., New York, manufacturers of folding cartons, paperboard and shipping containers, announced the appointment of Russel D. Scribner as division manager at their Thames River (New London, Conn.) mill and box shop.

The following additional appointments were also announced by George B. Greenwood, manager of the industrial relations department of Robert Gair Company.

James C. How has been appointed assistant to the manager of industrial relations, New York office.

John H. Scholl has been made personnel manager at their Haverhill (Mass.) Boxboard Division. He had been personnel manager at Gair's Brooklyn division before being transferred to the larger plant, joined the company in 1945.

Stuart R. Bagni is now personnel manager at the Eastern States Cartons Division, Brooklyn, N. Y. He joined the Haverhill plant last year as a trainee after graduation from Clark University at Worcester, Mass.

**SCHOLL**

**BAGHI**



**STARK**



**BEILEIN**

Charles A. Stark has been appointed personnel manager at the Boston Corrugated Box Division, Cambridge, Mass. Formerly in the sales department there, he joined the company in 1941.

Arthur J. Beilein has been made personnel manager at the Tonawanda (N. Y.) Boxboard Division. He joined that division in 1936 and has been working in their plant.

#### WALT MARSH AWARDED PATENT ON BRUSH PROCESS

A patent has been granted to Walt Marsh on a method of making brush tips. The patent has been assigned to the Marsh Stencil Machine Company, of which he is president. Application was filed July 19, 1948. It is different in one respect from anything patented or known, patent examiners found.

The newly granted patent consist of a new method of making fountain brush tips.

#### FREIGHT CLAIM STAFF OF ATA ADDS ARTHUR E. DOWLING

Appointment of Arthur E. Dowling to the freight claim staff of the American Trucking Associations' Traffic Department has been, announced by Ray G. Atherton, ATA General Manager.

Mr. Dowling, who has had considerable experience in packaging and general freight handling problems, will assist John M. Miller, chief of the ATA Freight Claims Section, primarily in the claims prevention program.

A native of Livingston, N. J., Mr. Dowling was formerly with the Railway Express Agency in New York. He worked in the general claims office, assisting the manager in the agency's nation-wide packaging and claims prevention program.

Mr. Dowling represented the Railway Express Agency on the National Safe Transit Board and the Joint Army-Navy Packaging Committee on Electronic Tubes.

#### C. OF C. OF U. S. APPOINTS TRANSPORTATION COMMITTEE

A 38-man Transportation and Communications Committee of business leaders, selected so as to balance the interests of the industries represented, has been named by the Chamber of Commerce of the United States to guide the program of its Transportation and Communication Department for the coming Chamber year.

The Chamber department represents all forms on air, highway, rail and water transportation and communication. For the coming year, the committee will have as a member for the first time a pipeline representative. The membership not only represents industries in the department's sphere of activities but also users of the services of these industries. Shipper and public representatives on the committee number 11.

Evans A. Nash, transportation consultant of Oklahoma City, a Chamber director, who will continue as chairman of the committee, points out that

(Continued on Page 23)



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Tailored to size, Superior Cushioning PROTEX Pads and Blankets eliminate costly, time consuming assembly of complicated interior packing. Increased packing output and material savings plus greater protection means greater profits for you and better service to your customers.



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#### IMPROVE HANDLING PROTECTION

To get maximum protection from rough handling, use PROTEX Pads and Blankets... whether it is a completely cushioned wrapper, cushioning within a container or improved car-loading by using these resilient Pads and Blankets as buffers and dividers.

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D. R. Dominic's

## "LISTEN, Mr. Traffic Manager"

**E**VER since the increase in Parcel Post rates and the change in weight and size limits there has been considerable agitation by certain groups to repeal the law and revert to the old standards. Arguments on both sides are about as convincing as a math teacher juggling figures to prove theorems statistically. One group in particular has become very active in attempting to line up various companies for support to repeal the law.

Our feeling on this particular subject is that a compromise bill should be enacted which would alter the present limitations slightly but by no means revert to the original limitations. We list below what we feel would be adequate postal regulations.

**WEIGHT LIMIT.** Present weight limits outside of zone 2 is 20 lbs. per parcel. The previous limit was 70 lbs. It is our feeling that the weight limit should twofold. First, 20 lbs. does not allow a shipper much twofold. First, 20lbs. does not allow a shipper much leeway in his packing and consequently forces him into two or more cartons. This places him in an expensive packaging bracket and imposes more work on the shipping department. A 30 lb. limit would enable the majority of shippers to forward their goods in one container. Secondly, a 30 lb. limit would enable the shipper to make a choice between other carriers because this is closer to minimum charges than the 20 lbs limit. It would, we feel, stimulate more competition between carriers.

*We object strongly to weight limits over 30 lbs. even though we personally feel the pinch and would continue to do so. First, packages going down the parcel post chutes which are excessively heavy do a tremendous amount of damage to those other packages which they hit or come in contact with. Heavy packages force shippers to go into more expensive packing simply to protect against roughage. We have noticed, and we are sure that others have too, that breakage has been greatly lessened since the lower weight limit went into effect. Many shippers have stated that with the 70 lb. limit they are forced to use more stuffing and 350 lb. test corrugated carton for adequate protection. However, with the lower limit they can use 200 lb. test cartons at a great saving to themselves.*

Parcel post is a service initiated originally for the small shipper, the rural shipper and the average person,

not as an economical mode of transportation for large industries. As such it served its purpose. The average housewife or man who wishes to send a package, maybe a box of cookies or some article he has made, to a son or friend does not have the facilities for heavy duty packing or crating. His container is an old box which he found in the cellar or a used carton salvaged from the corner drug store. He cannot possibly pack in such a way that his small but important package can withstand a 70 pound carton falling on top of it in parcel post terminal. In this respect a lower weight limit would keep parcel post within the limits of the average person and still serve the majority of industries.

The size limit now in effect, which is 70 inches length and girth combined seems to be reasonable and logical. It certainly is true that the larger the pieces which are carried via parcel post the more room is needed, which in periods of peak loads could conceivably slow down the service. With a combination of lower weights and lower size limits the parcel post service can be faster and safer and to the majority of persons far more economical. There is some speculation that in the very near future parcel post rates will be increased. As we stated in a previous column, if this does occur and

(Continued on Page 31)

## Getting Ready For Winter's Snows!

Getting ready for next winter's snows, a large trucking concern has ordered a standard 2000-pound-capacity gasoline-powered fork lift truck equipped with a new, readily detachable combination snow plow and salt bin attachment.



The attachment, which clamps on the forks, can be removed or installed in a matter of minutes to convert the truck for standard fork lift applications.

## News Review

(Continued from Page 21)

much of the committee's work this year will be within the field of transportation legislation, since Congress is expected to explore legislative needs in the transportation field.

The first meeting of the committee will be held September 17 and 18. To the first day's session will be invited representatives of the national transportation trade associations who will be asked to offer current and long-range transport policy proposals for the committee's consideration.

Much of the committee's work will be carried on through six subcommittees. The six, with the names of their chairmen, are:

Highway Joint Subcommittee—Robert H. Walker, of Boyd, Walker, Huiscamp & Concannon, Keokuk, Iowa.

Tax Subcommittee—Ralph Bogan, executive vice president, The Greyhound Corporation, Chicago.

Social Problems Subcommittee—John E. Telford, president, Louisville & Nashville RR Co., Louisville, Kentucky.

Government Economy Subcommittee—Charles Dearing, senior staff member, Brookings Institution, Washington, D.C.

Single Transport Agency Subcommittee—Charles H. Beard, general traffic manager, Union Carbide & Carbon Corporation, New York, New York.

Labor Problems Subcommittee—Alex. K. Scherer, president Scherer Freight Lines, Ottawa, Illinois.

### INTERNATIONAL HARVESTER WINS TRANSPORTATION SAFETY AWARD

The National Committee on Films for Safety awarded top national honors in the traffic and transportation safety field for non-theatrical films to International Harvester Company's sound motion picture "Day in Court" at a luncheon meeting of American Trucking Associations in the Federal room at the Statler hotel.

Attending the meeting were officials of governmental units interested in highway safety, representatives of the ATA executive committee from the 48 states, and leaders of automotive, safety and traffic groups headquartered in Washington.

W. K. Perkins, manager of motor truck sales for International Harvester Company, received the award for the company. The award was presented by John B. McCullough, New York City, chairman of the National Committee on Films for Safety.

The National Safety Council and ATA cooperated with International Harvester Company in making the film, which was produced in Hollywood.

"As a manufacturer of motor trucks, our company is keenly interested in promoting highway safety," Perkins said in receiving the award. "We want to

(Continued on Page 25)



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is an expert on the sealing  
of cartons and parcels;  
his help to you is free.



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Service is his yardstick for the paper lines he sells, too—lines that give you *more service* for the money. Typical is Orange Core gummed sealing tape. This brand is unexcelled by any other standard tape for uniformity and dependability—because it is made from tree to finished product under *one* roof. As a bonus it offers you the exclusive Hudson feature—*Supple-izing*\*—preventing tendency to stiffness and curl.

Service is prompt with your Orange Core dealer. Patronize him for *all* your paper needs.

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# TRAFFIC REPORTER

**Long Haul Motor Freight Operations** were shown in a color film to members of The Los Angeles Transportation Club, Inc. recently. The 24-minute 16 millimeter sound film, entitled "Wheels of Progress" documents all phases of scheduled common carrier cross-country freight operations. It was produced by Pacific Intermountain Express.

"What China Is" was discussed by Richard P. Cleveland at a recent meeting of the Women's Traffic and Transportation Club of Baltimore. The Club's Annual Card and Games Party is slated for The Alcazar some time this month.

**Commemorating their 27th year** as a traffic organization, the San Francisco Women's Traffic Club, second oldest organization of its kind in the nation, held its Annual Birthday Party dinner meeting last month at the Hopkins Hotel in San Francisco. Speaker of the evening was Mr. Harvey Hewitt, Vice President of Bethlehem Pacific Coast Steel, and presiding at the meeting was Women's Traffic Club president Phyllis Nelson, who has been associated with Bethlehem Pacific Coast Steel for thirteen years and occupies an important position in their traffic department.

Mr. Hewitt spoke on "San Francisco and Steel," as his own career follows closely the history of steel in California.

**Colonel E. C. R. Lasher**, who has recently returned from Korea to become Assistant Commandant of the Army Transportation School at Fort Eustis, Va., was the Guest Speaker at an October meeting of the Metropolitan Traffic Association.

"Forwarding Hi-Jinks" was celebrated at the October meeting of the Pacific Traffic Association, in honor of domestic, foreign and custom house brokers.

**Steamship Night**, the October dinner meeting of the York (Pa.) Traffic Club, featured Mr. Charles A. Masson, speaking on "Marine Insurance," and a film "Port of Baltimore," through the courtesy of the Export & Import Bureau, Baltimore Association of Commerce.

**Traffic Clubs and related associations are invited to send news and bulletins to this column. Deadline: the 10th of the month, for the following month.**

**Mrs. Nancye B. Staub**, president of the Association of Bank Women, who has just returned from an 8,500 mile speaking tour through the West and the Middle West "to give the banking story to the public" was the guest speaker at the October dinner meeting of the Women's Traffic Club of New York, Inc.

**Alfred J. Ball**, foreign freight traffic Manager of the Pennsylvania Railroad and a widely known authority on overseas shipping, has retired after almost 52 years of service with the road.



BALL

Mr. Ball for many years has headed the Pennsylvania's far-flung organization in this country and abroad devoted to the stimulation and handling of export and import freight. He is a native of Philadelphia and a lifelong resident of the city.

He began work for the Pennsylvania Railroad in 1900 as a stenographer in the office of the Empire

## Packing A Punch

(Continued from Page 7)

According to *Export Trade & Shipper*: The safe delivery of export shipments, to consignees in distant places, is from the customer's view the responsibility of the exporter, even as regards f.o.b. or f.a.s. terms, to the extent that protective packing is concerned. The actual accomplishment of safe arrival, however, obviously involves to a very large extent the quality of the services performed by the carriers, and by any other agencies which intervene between shipper and the ultimate consignee.

The packaging committee of the Maritime Association of the Port of New York affords an opportunity for cooperative interchange of views, both on packing and handling methods through which it may be possible in some cases to achieve the simultaneous objectives of reducing packing and handling costs as well as cutting damage and loss.

A considerable number, of American manufacturers, whose export operations run into a large volume, have specialized engineering facilities for the development of packaging methods that are appropriate to their products, on the one hand, and to the handling and stowage conditions which confront their shipments to different ports and ultimate destinations all over the world.

There are still many manufacturers, however, where export packing is left too largely to the judgment of men who may be highly skilled in the domestic area, but who lack the experience

Line, a special freight service then operated by the railroad. His father, the late George M. Ball, retired as manager of the Empire Line in 1915 after 48 years of service.

★ ★ ★  
**Four free scholarships** for courses in traffic management are being offered by the Traffic Club of Chicago to residents in the United States who are 18 years or older, and who are high school graduates or who have had equivalent education, Clayton F. Devine, club president, has announced.

Mr. Devine, traffic director, Silica Sand Traffic Association, Chicago, said that the traffic club was offering the scholarship as a means of encouraging study among the younger men in the traffic industry, and to advance the calibre of men representing the industry. The scholarships, he announces, cover the tuition for courses in traffic management at four Chicago schools—College of Advanced Traffic, Northwestern University, LaSalle Extension University and Freight Traffic Institute. Winners, upon completion of their courses in traffic management, may qualify for an additional award covering the cost of examinations given by the American Society of Traffic and Transportation.

in overseas shipments to understand the nature of the risks to which export cargo may be exposed at ports of loading, at sea, and upon arrival overseas. Particularly for such companies it would be highly constructive, we feel, to develop a cooperative interchange of information between the export manager, his packing department, and the packaging committee of the Maritime Association of N.Y.

★ ★ ★

In a revealing conference, Washington economist, Harold H. Wein, discussed economics of the air freight industry and its relations to the nation's economy at Slick Airways' division sales manager meeting according to Export Trade & Shipper.

Mr. Wein, who has been making a serious study of air freight problems the past several years, predicted a steady increase in freight volume which should reach the billion ton mile figure within the next five years. The current volume of this industry is approximately 250 million ton miles annually.

This continued growth, Mr. Wein pointed out, are the level of general business activity and the rate relationship between air cargo and competing transportation services. On the basis of projected government, industry and consumer expenditures, general business conditions should continue at a high level and air freight rates, as volume increases, should drop to 20 percent below their present level. Rates of other transportation facilities will probably increase in response to higher real wage and price levels," Mr. Wein concluded.

The consultation, presided over by M. C. Wilkin, vice president sales, was held for the purpose of integrating sales policies with economic planning in preparation of a sales program for the next 12 months. Sales quotas by geographical areas and extension of services to industries not now taking advantage of the economies and speed of air cargo were outlined at this meeting.

## News Review

(Continued from Page 23)

help in making drivers everywhere increasingly aware of the importance of better driving practices."

"Having made 'Day in Court,' we are now undertaking to bring it to the attention of as many people as possible throughout the country."

The film is being shown to civic safety and highway groups in more than 180 of the larger cities where International Harvester maintains district or branch offices, he said. In addition, International dealers, numbering more than 5,000 across the country, are showing the film to interested audiences.

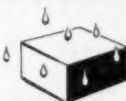
"We want to bring home to people all over the country the simple fact that in common courtesy lies the answer to safe driving," Perkins said.



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Thilco GLASSINE and GREASEPROOFS for resisting grease, fats and oils include Bleached White, Unbleached, Super-Transparent, Opaque and Colored, and Plasticized. All can be laminated to various other Thilco papers to provide an endless variety of combinations and treatments for meeting specific requirements—and like most other Thilco papers they lend themselves for further conversion.

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### PRODUCE "TAILOR-MADE" SPECIALTIES



Providing Functional papers from one "single source" mill to meet your specific requirements is every day paper-making routine with Thilco. The very complexity of our line does not permit a complete listing in this limited space. Your inquiry is invited on whatever paper packaging problem you may be faced with. Our paper-engineers will be glad to work with you in solving them. There's no obligation, of course!

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Functional Papers FOR PROTECTION THAT COUNTS!

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## FREE LITERATURE

See Page 18

"RED" sez:

There is no better closure method than gummed tape. There is no better gummed tape than REDCORE.



**Rexford**

PAPER COMPANY  
MILWAUKEE 3, WIS.

The picture deals with methods used in improving the Los Angeles traffic fatality record to the point where it is one of the best in the nation. The theme developed by Los Angeles Judge Roger Alton Pfaff points out that in courteous driving lies the key to traffic safety.

"Courtesy is contagious," is the picture's word of hope to those seeking solution to traffic problems.

## New Products

(Continued from Page 18)

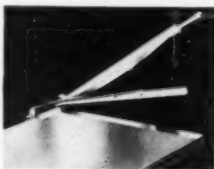
assured by the "Lockweld", Double Ball Rubber, Swivel Casters—the easiest swiveling casters on the market—which with steel rigid casters make up the running gear. The trucks are available with either one or two offset pipe racks and many be obtained with either vulcanized rubber tired solid rubber or semi-steel wheels.

### BENCH-MODEL CUTTER

The improved bench model of the Jacques, Jr. Cutter makes possible accurate, easy cutting of paper, plastics, rubber and other light materials. Adaptable for many applications, it is especially useful in cutting continuous material from rolls or strips.

The Jacques, Jr. "bench" cutter is now manufactured exclusively by the Hobbs Manufacturing Co. Formerly, similar models have been referred to as "Alfa"

Cutters and made by the Alfa Machine Co. As the name Jacques, Jr. indicates, this new cutter is lighter, less expensive, and even more versatile than the regular line of Jacques heavy-duty industrial shears (also manufactured by Hobbs).



This newest Jacques cutter, which may be attached to any bench or table, has many uses in various industries. Outstanding features include: An exclusive, automatic clamp securely holds material to be cut. Clamp has surface of sponge rubber and automatically presses against material as blade is brought down in cutting position. Spring tension device presses entire blade area against guide, to assure clean, accurate cuts without adjustments. Safety spring, attached to blade handle, holds blade in open position to prevent accidental dropping and cutting. Sturdy all-metal construction assures exceptionally long and accurate cutting life.

Bench-model Jacques, Jr. ("Alfa") Cutter is available in three different sizes to cut up to 24", 30" or 36" widths.

### EMERGENCY TRUCK LINER

A new reinforced emergency liner marketed by the J. J. Lipp Paper Company of Chicago, transforms gouged, splintered, punctured truck interiors into smooth, scuff-free condition suitable for first class freight hauling.

The Lipp emergency liner is recommended for complete truck lining or for partial lining or to patch certain areas of the truck or trailer. Also, the company recommends its use as a tail curtain to eliminate vacuum sweeps. The liner can be easily applied in minutes with either pressure-sensitive tapes or staples.

The Lipp Company states that Truck-er's Emergency Liner prevents cargo damage due to highway splatter, trailer seepage or damage from water, oil or grease. Also, that use of the Lipp liner enables haulers to prevent contamination of cargo resulting from damaging fumes and odors.

The liner is reinforced, water-proof, tough and durable, and creped to stretch. Comes in easy to handle 62 inch width, with 164 lineal feet per roll. Tensile strength is 40 pounds per inch of width, with a stretch of 18% minimum.

### ROSIN-COATED STAPLES

One manufacturer is now putting a rosin coating on his staples to make them grip the material better. Some jobs require exceptionally strong holding strength, and the new Duo-Fast Rosin-Coated Staples have been put on the market to fulfill just this need.

## SETS THE PACE

**THE CLIP-A-TAPE**  
GUMMED TAPE DISPENSER

Shipping room of the A. S. Alcoa Co. of St. Louis, showing part of the battery of 16 Clip-A-Tapes—used in sending out a steady day-after-day stream of hospital and sick-room equipment.



**Rugged!  
Dependable!  
Time-Saver!**

- Moistens, Measures, Cuts Up to 3 Feet in 1/2 Second! Handles any gummed tape—regular, cloth, reinforced or string-filled—up to 3" wide.
- Self-Sharpening Knife. Positive shear action.
- Trouble-Free Feed Mechanism. New non-spring principle.

**IDEAL**

FREE "IDEAL SHIPPING GUIDE"  
Handy, money-saving shipping room hints

STENCIL MACHINE CO.

108 Iowa Ave., Belleville, Illinois



## Army Tests Bags

(Continued from Page 16)

test shipments to the Canal Zone, are also being made. respects, nevertheless show some promise of meeting

Tests show that the bags, though deficient in some stiff military requirements. ERDL technicians are now working to overcome these deficiencies.

If the bags can be improved to the extent that they meet military requirements in all respects, they will be acceptable as alternates to the standard metal drums as a packaging medium.

## SIPMHE Winners

(Continued from Page 15)

Motor Co., Rouge Plane, Dearborn, Mich.; Rudolph Rozman, Harley-Davidson Motor Co., Milwaukee, **honorable mentions.**

**Group 4 (Cleated panel boxes)**—Ed Lidgard, Studebaker Corp., South Bend, Ind., for packing stripped engine assembly, **first prize.**

G. H. Wilde, Quincy Stove Manufacturing Co., Quincy, Ill., for packing a heater, **second prize.**

W. E. Christerson, Douglas Aircraft Co., Santa Monica, Calif., for packing an air surface pack, **third prize.**

**Group 5 ("General")**—T. R. Polglase, Anaconda Wire & Cable Co., Muskegon, Mich., for packing magnet wire, **first prize.**

William W. Arnold, Douglas Aircraft Co., Inc., Santa Monica, Calif., for pilferproof pack using rivets, **second prize.**

Kenneth E. Glantz, U.S. Department of the Army, San Francisco Ordnance District, Oakland, Calif., for ordnance material spare parts and supplies pack, **third prize.**

**Group 6 (Export)**—Wilburn Couch, GMC Truck & Coach Division, Pontiac, Mich., for packing sealed beam lamp units, **first prize.**

Earl K. Gustin, Bendix Products Division, Bendix Aviation Corp., South Bend, Ind., for packing 24-inch aircraft brake, **second prize.**

George J. Weiler, Ford Motor Co., Engine & Foundry Division, Dearborn, Mich., for packing tank engine flywheel assembly, **third prize.**

**Group 7 (Materials Handling)**—Edward J. Runzer, General Electric Co., Erie, Pa., for a mechanized box-lifter, **first prize.**

Charles A. Berry, Automotive Air & Vacuum Brake Division, Midland Steel Products, Detroit, Mich., for palletizing air compressors, **second prize.**

John C. Hencel, Westinghouse Electric Corp., Beaver, Pa., for a cargotainer pack of molded plastic base for electric circuit breaker, **third prize.**

# GAIR

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### RECOMMENDED BOOKS

**"AIR TRANSPORTATION TRAFFIC AND MANAGEMENT"** by Thomas Wolfe. Contains all the best practices that foster profitable and efficient operation of modern airlines. 725 pages of practical help. 104 illus. 185 graphs and tables. \$8.00 a copy.

**"INDUSTRIAL TRAFFIC MANAGEMENT"** by Richard C. Colton. Provides a working understanding of the fundamentals of industrial transportation. \$6.00 per copy.

Send your name and address along with money order or check to Book Dept., Shipping Management, 425 Fourth Ave., New York, N. Y.

The **Harold Jackson Award** given annually by the Wm. H. McGee & Co., New York marine underwriters, was won by the William W. Arnold entry in Group 5 while the **Irving J. Stoller Award**, given annually by the president of the Fibleco-Illinois Corp., was won by the Ralph Hawes first prize winner in Group 1.

The Arnold entry won the Jackson Award as the entry in the whole competition that incorporated the best achievement toward thwarting theft and pilferage in overseas shipment. The Stoller Award was won by the Hawes entry for incorporating the best achievement in cushioning and interior packing.

## Cutting Freight Loss

(Continued from Page 10)

compared with five warehousemen taking from one hour and thirty minutes to three hours to handle same traffic by individual pieces.

### Floor Conveyor Systems

Another method of quick and relatively safe movement of L.C.L. package freight is the overhead or floor conveyor systems in use by railroads at several places. A more regular, even flow of goods, which means less congestion and more careful handling of packages is one of the benefits of either of these methods. At one station pickup and delivery trucks are unloaded in a half to three-quarters of an hour against two to three hours formerly, and sometimes a shipment received late in the afternoon is on its way a day earlier as a result of quicker handling and less congestion on the platform.

Moving material on pallets in the plant and from one plant to another is a broad subject involving technical details I am not competent to discuss. I do, however, recall the great change for the better that took place years ago when pallets or skid platforms were substituted for wood boxes in transporting magazine and book paper. Ever since then there has been much less damage in transit, with freight savings in reduction of tare weight and just by snipping the straps the paper is ready for the press. Many applications of the principle have since been developed, along with "unitized" loading, which have produced substantial economies for those whose problems could be solved by palletizing parts and assemblies. Progress has also been made in standardizing pallet sizes. During the war, as we all know, pallets were used very extensively and profitably in warehousing and transporting military supplies.

### Reinforcing Old Freight Cars

Many instances have been reported where heavy lift trucks have broken through the floors of old freight cars. The door area of many old cars has been re-

inforced, and this is being continued as old cars are shopped for rebuilding or general repairs. It would be appreciated if shippers would use steel plates in old cars to prevent heavy loads crushing the floor. In times like these everybody suffers when cars have to be taken out of service for repairs.

In the construction of practically all new cars the floors are reinforced to accommodate heavy lift truck loads by two or three supports on each side of center sill extending to the end of car. Floor thickness has been increased from  $1\frac{3}{4}$  inches to  $2\frac{3}{8}$  inches, and cars built in the last twenty years are of the same standard floor height from the rail except for fractional differences in floor thickness.

It has not been possible to use some types of lift truck equipment in the loading of refrigerator cars due to narrow door openings. Because of platform interference swinging doors cannot be made wider, but some 1000 refrigerator cars have been built experimentally with 6 foot sliding doors.

Like Harvey in the stage play Loss and Damage constantly dogs our footsteps, but unlike Harvey it's painfully real. Prevented damage does not happen. While many chances to prevent damage elude us, many do not. You can't be a good marksman without seeing the target. No more can a shipper know what is happening to his product unless he is told about it — he must see the target. There is plenty of target if we will only make it visible to the shipper, and, of course, to the railroad man whoever and wherever he may be who is causing avoidable damage. The price of ineffective prevention (hiding the target) is high; the value of effective prevention is great. It benefits all: shipper, railroad, and consignee.

#### Problems Still To Be Solved

Suppose we look at some targets — the problems that have not been solved. Just a few can be listed that may be of interest to the materials handling and the packaging engineer.

Safer methods of transportation should be found for such carload commodities as coke-oven firebrick; flue lining and hot tops; clay sewer pipe; stop-off shipments; products in paper and cotton sacks; plumbers' goods; enameled ranges; furniture; canned foods; newsprint; crockery and earthenware; wine and liquor; and freight forwarder traffic.

The car-building program, the intensified claim-prevention work being carried on by the special prevention departments of the individual railroads, in the Association of American Railroads, and by shippers individually, and through their trade associations, and the Shippers Advisory Boards will go a long ways, it is hoped toward holding in check the current rise in the claim expense. I need hardly stress the importance to the Rearmament Program of every one doing his full share of the prevention job.

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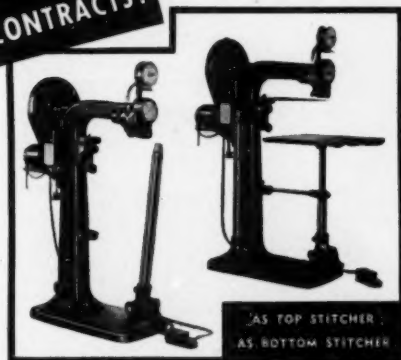


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## Tribute Paid To Packaging Engineers

A very potent force in the vastly improved packaging and handling techniques are the packaging and material handling engineers, and the package designers employed by box makers. This gives me an opportunity to pay tribute to this comparatively new profession, which has been of such great assistance to the railroads in providing trouble-free transportation. There is just one suggestion I would like to offer. I think responsibility for packaging and loading should not be a divided responsibility but should be vested in a single person.

In a time like this the emphasis must be on production. Greater productivity in the factory, in transportation — safeguarding from damage whatever has been produced so that man power, material and money may not be wasted in producing the same thing twice, is the common target.

### Risks Overcome

There are certain inescapable risks imposed by the laws of gravity, and impact, which must be taken into consideration if goods are to reach the consignee in usable condition. By providing a reasonable factor of safety in packaging and loading a large part of those risks can be overcome.

The railroads are making a very earnest and, we believe, effective effort to carry shipments in such a way that they will reach the consignee in good order. They solicit, and greatly appreciate the assistance of shippers, box makers, manufacturers of materials handling equipment, and all others who can contribute to damage-free transportation.

"Wherefore do ye spend money for that which is not bread, and your labor for that which satisfieth not?"

Excerpts from a speech presented at the Material Handling Conference Sponsored by the American Material Handling Society, held concurrently with the Fourth National Materials Handling Exposition at Chicago.

About 100 different "times" were abolished when Standard Time was established by the railroads throughout the United States and Canada in 1883.

## Package Engineer

(Continued from Page 16)

ately begin using The Profit Value Ratio to their advantage.

Mr. Corrigan states that this new profit-making tool brings the level of skill in sales administration to the same high level as scientific production and costing. With this technique, the sales executive acquires the science of thinking and acting in terms of profit-results.

At a general meeting, under the direction of President L. West Shea, the Institute discussed final plans for The 1953 Material Handling Exposition to be held in Philadelphia under the sponsorship of the MHL.

(Continued on Page 33)

## Listen, Mr. Traffic Manager

(Continued from Page 22)

if Railway Express does *not* increase their rates, then Railway will probably obtain a lot more business than at the present time. In effect, this would put Railway in a favorable competitive position.

## Pallets Today

(Continued from Page 13)

Expendable pallets are constructed of wood or paperboard or a combination of these materials. Since many users of wooden disposable pallets fabricate their own pallets, an estimate of the quantity manufactured cannot be accurately determined. A representative of a large paperboard company estimated that although large strides have been made in the manufacture of paperboard pallets, production was still far below that of disposable wooden pallets. Use of paperboard pallets, however, has shown a remarkable growth pattern in the last five years. This manufacturer stated that his company started producing this type pallet in 1949 and that current production is estimated at 8,000 pallets per month. Future plans call for this figure to double within a year. By the end of the developmental period, annual production of expendable paperboard pallets by this company alone is expected to reach 10 million.

## Pallet Output

The output of metal pallets has increased substantially in the past few years as new applications are increased throughout industry. This type pallet has proven particularly effective in warehousing and production operations. Parts manufacturers and users and textile manufacturers have been using the metal pallet with collapsible sides, thus making in effect, a container. In the meat and other sanitary food industries, this container-pallet has also proven to be an effective method of handling commodities. Because of the relative high cost, however, the metal pallet has thus far found limited shipping applications outside of individual firms.

In order to get the users' views on individual palletization, the Department of Commerce conducted a survey to gauge the extent of increased pallet usage throughout industry. Respondents contacted were those most likely to use pallets in their handling systems rather than an overall sample of industry.

Results of this survey reflect some interesting developments in the utilization of commercial pallets. Eastern seaboard grocers, for example, reported that in their industry the post-war pallet use had grown

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rapidly and was included in virtually all future construction plans.

Railroads in the same area reported that they were just beginning to install pallet operations. One yard estimated that established operations were presently about 25 per cent palletized. A motor carrier firm indicated that it would not be without pallets since adopting them after World War II.

Pallet manufacturers contacted in the Midwest were quick to express their optimism about future markets. One in St. Louis revealed that his sales were 40 per cent over 1946 volume. Another, located in the Chicago area, expressed a similar rise and made a long-range prediction that he did not expect demand to level off for another decade.

Many wholesale grocers in the Southeast were reportedly going "whole hog" toward palletization. Textile container manufacturers and also a cotton mill reported that pallet operation had doubled since 1946.

Reports from San Francisco respondents show that post-war growth has accelerated from 10-35 per cent each year.

A railroad executive in the North Central States observed that the quantity of pallets used for shipping packaged commodities has been increasing although still comparatively small. He indicated that products shipped included building brick, coils of wire and strapping, engine heads, motors and canned feeds, to mention a few. It was further observed that thus far, most pallets used for shipping were constructed of wood, although increasing numbers of metal and paper pallets were being used. In another instance, a large railway warehouse reported that a 10,000 pallet system had been built up since 1945. "About 10 per cent of my total loads are being shipped on pallets," quoted an official of a trucking firm.

In the Cleveland area, a corrugated box manufacturer reported that several customers require that their orders be shipped on disposable pallets.

A company manufacturing hardwood pallets for the last 16 years indicated that the last four or five years have been far the most active.

### Increased Use

The increased use of pallets was reflected in a variety of industries in the Southern California area. Many industries indicated that future business operations were being designed to take full advantage of palletization. A battery producer who had installed a pallet system only three years ago on an experimental basis is now installing them wherever feasible. Sixty per cent of the total handling of a spring and bumper manufacturer is being accomplished with pallets. Several bakeries reported the same percentage of palletization in their warehouse, although none were being used for shipping. A wholesale oil distributor increased his pallet system from 500 to 800 units in the last 4 years. Representatives of the bottled water industry

indicated that pallet use had increased 300 per cent since 1946, although shipping use was still limited. Several soft drink firms reported 100 per cent utilization of pallets in warehouse operations. It was estimated that a total of 10,000 pallets were used in this area by walnut growers. Three wholesale food distributors have 50,000 pallets among them. The entire food industry in the Los Angeles region was reported pallet conscious. Plans for increasing pallet units from 900 to 2,500-3,000 by the first of 1953 were revealed by a cosmetic firm. Increasing amounts of palletized products in incoming shipments were reported by car-loading companies in this area. Drug distributors also reported that their use of pallets had increased by 20 per cent each year since 1946. In addition, the use of pallets by a furniture dealer trebled since 1949. Other extensive West Coast users include the glass container industry, fish canners, feed and flour mills and brewers.

Materials handling men throughout the country claim that the trend toward smaller container sizes had a marked influence on increased pallet usage. A Mid-West feed manufacturer was non-receptive when first approached on the idea of using pallets. As his sales of 50 lb. feed bags increased, he recognized tremendous advantages of handling smaller sizes on pallets and now is palletized up to maximum usage. (*Pallets Today will be concluded in our November issue.*)

## Package Engineer

(Continued from Page 30)

### Eastern Div., SIPMHE Elects 52-53 Officers

A new slate of officers for this year was recently announced by the Eastern Division of the Society of Industrial Packaging and Material Handling Engineers. R. G. Anderson, packaging engineer, Sperry Gyroscope, was elected president, replacing Paul H. Paulson, who became a director. Other officers: Walter J. Byrd, secretary; R. C. Clark, treasurer; J. V. Schade, Frank Green, Thomas McAuley, and Glenn Mather, vice presidents; Allyn Beardsall, and Paul H. Paulson, new directors.

### Mich. State College To Give 4 Year Course In Packaging

Michigan State College has announced the establishment of a four-year course in packaging technology designed to train men for positions as packaging specialists. The new curriculum will be administered by the Department of Forest Products, but the actual course content of the major will include many engineering and business administration subjects as well as specialized studies in packing, packaging and car loading.

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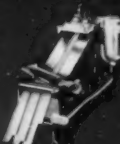
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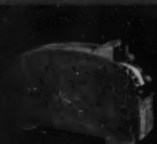
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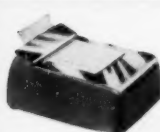
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